

## Generic Codes

Socio-Economic Development  
Enterprise Development  
Supplier Development

QUALIFYING SMALL ENTERPRISE R10 Mil - R50 Mil		
Points	%	Amount
5	1% of NPAT	
5	1% of NPAT	
5	1% of NPAT	

### ENTERPRISE AND SUPPLIER DEVELOPMENT SCORECARD

PREFERENTIAL PROCUREMENT (subminimum of 40% of target)	WEIGHTING POINTS	COMPLIANCE TARGETS	Qualifying Beneficiary	AMOUNT
B-BBEE Procurement Spend from Empowering Suppliers based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	15	60%	Sinomsebenzi Business Development (Pty) Ltd	Spend with Sinomsebenzi ED multiplied by factor of 1.2
B-BBEE Procurement Spend from Empowering Suppliers that are at least 51% Black Owned based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	5	15%	Sinomsebenzi Business Development (Pty) Ltd	Spend with Sinomsebenzi ED multiplied by factor of 1.2
<b>SUPPLIER DEVELOPMENT</b>	(subminimum of 40% of target)			
Annual value of all Qualifying Supplier Development Contributions made by the Measured Entity as a percentage of the target.	5	1% NPAT	Sinomsebenzi Business Development (Pty) Ltd	

*Sinomsebenzi Business Development (Pty) Ltd to appear as a supplier on your Suppliers Listing. We suggest raising a supplier invoice on a quarterly basis for BEE advisory and ED and SD structuring services. Invoices could also be raised for training services if applicable.*

	<b>WEIGHTING POINTS</b>	<b>COMPLIANCE TARGETS</b>	<b>Qualifying Beneficiary</b>	<b>AMOUNT</b>
<b>ENTERPRISE DEVELOPMENT</b>	(subminimum of 40% of target)			
Annual value of all Qualifying Enterprise Development Contributions and Sector Specific Contributions made by the Measured Entity as a percentage of the Target	<b>5</b>	<b>1 % NPAT</b>	Sinomsebenzi Business Development (Pty) Ltd	
<b>BONUS POINTS</b>	None			
<b>SOCIO-ECONOMIC DEVELOPMENT</b>				
Annual value of all Socio-Economic Development Contributions by the Measured Entity as a percentage of the Target	<b>5</b>	<b>1 % NPAT</b>	Sinomsebenzi Business Development (Pty) Ltd	
<b>SKILLS DEVELOPMENT</b>	(subminimum of 40% of overall target)			
Skills Development Expenditure on Learning Programmes specified in the Learning Program Matrix for black people as a percentage of the Leivable Amount	<b>20</b>	<b>3% (payroll related)</b>	Sinomsebenzi Business Development (Pty) Ltd	Informal training limited to 15% of total skills development spend
Skills Development Expenditure on Learning Programmes specified in the Learning Program Matrix for black females as a percentage of the Leivable Amount	<b>5</b>	<b>1% (payroll related)</b>	Sinomsebenzi Business Development (Pty) Ltd	Informal training limited to 15% of total skills development spend

## Generic Codes

Socio-Economic Development  
 Enterprise Development  
 Supplier Development  
 Skills Development

LARGE ENTERPRISE over R50 mil		
Points	%	Amount
5	1% of NPAT	
5	1% of NPAT	
10	2% of NPAT	
4	Training unemployed	

### ENTERPRISE AND SUPPLIER DEVELOPMENT SCORECARD

PREFERENTIAL PROCUREMENT (subminimum of 40% of target)	WEIGHTING POINTS	COMPLIANCE TARGETS	Qualifying Beneficiary	AMOUNT
B-BBEE Procurement Spend from all Exempted Micro-Enterprises based on the applicable B-BBEE Procurement Recognition levels as a percentage of Total Measured Procurement Spend	4	15%	Sinomsebenzi Business Development (Pty) Ltd	Spend with Sinomsebenzi ED multiplied by factor of 1.2
B-BBEE Procurement Spend from Empowering Suppliers that are at least 51% Black Owned based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	9	40%	Sinomsebenzi Business Development (Pty) Ltd	Spend with Sinomsebenzi ED multiplied by factor of 1.2
B-BBEE Procurement Spend from Empowering Suppliers that are at least 30% Female Black Owned based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	4	12%	Sinomsebenzi Business Development (Pty) Ltd	Spend with Sinomsebenzi ED multiplied by factor of 1.2
	WEIGHTING POINTS	COMPLIANCE TARGETS	Qualifying Beneficiary	AMOUNT

<b>SUPPLIER DEVELOPMENT</b>	(subminimum of 40% of target)			
Annual value of all Qualifying Supplier Development Contributions made by the Measured Entity as a percentage of the target.	<b>10</b>	<b>2% NPAT</b>	Sinomsebenzi Business Development (Pty) Ltd	
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<b>ENTERPRISE DEVELOPMENT</b>	(subminimum of 40% of target)			
Annual value of all Qualifying Enterprise Development Contributions and Sector Specific Contributions made by the Measured Entity as a percentage of the Target	<b>5</b>	<b>1 % NPAT</b>	Sinomsebenzi Business Development (Pty) Ltd	
<b>BONUS POINTS</b>				
Bonus points for graduation of one or more Qualifying Enterprise Development Beneficiaries to graduate to the Supplier Development level	<b>1</b>	<b>YES</b>	Sinomsebenzi Business Development (Pty) Ltd	
Bonus points for creating one or more jobs directly as a result of Qualifying Supplier Development and Enterprise Development Contributions by the measured entity	<b>1</b>	<b>YES</b>	Possibility depending on timing	
<b>SOCIO-ECONOMIC DEVELOPMENT</b>				
Annual value of all Socio-Economic Development Contributions by the Measured Entity as a percentage of the Target	<b>5</b>	<b>1 % NPAT</b>	Sinomsebenzi Business Development (Pty) Ltd	
<b>SKILLS DEVELOPMENT</b>	(subminimum of 40% of overall target)			
Skills Development Expenditure on Learning Programmes specified in the Learning Program Matrix for black people as a percentage of the Leivable Amount	<b>8</b>	<b>6% (payroll related)</b>	Sinomsebenzi Business Development (Pty) Ltd	Informal training limited to 15% of total skills development spend
Number of black unemployed people participating in training specified in the learning programme matrix as a percentage of number of employees	<b>4</b>	<b>2.5% (of black employees based on race sub-groups within black definition)</b>	Sinomsebenzi Business Development (Pty) Ltd	Work4aLiving Training costs of black unemployed people